

Minutes
Bradley Board of Directors
Bradley Board Room
Thursday, February 15, 2007
12:30 p.m.

Members Present: Chairman L. Scott Frantz, Commissioner Abromaitis, Commissioner Carpenter, Kevin Kelleher, David Kilbon, Michael Long and Richard Crane.

Members Absent: none.

- I. Co - Chairman Long called the meeting to order at 12:37 p.m.
- II. Approval of Minutes of January 18, 2007 meeting

Mr. Crane made a motion (2nd: Carpenter) to approve the minutes from the last Board meeting. Voice vote—motion passed.

III. Reports

Barry Pallanck provided an update on Airport operations and current Airport statistics. Mr. Pallanck's report noted winter operations during the recent weather; progress of the terminal construction project and schedule of the next phase of capital improvement; terminal location of the new route service provided by Frontier Airlines and Northwest; and the noise reduction program.

Mark Daley provided a financial update for the period ending November 30, 2006. Mr. Daley's presentation noted the total operating revenue is \$22.8 million (1.3% above budget) and that airline revenue is 0.1% below budget while non airline revenue is 0.4% above budget. It was further noted that the largest variance within non airline revenue is "Other Concessions," which is 7.5% under budget. This includes airline ground handling, airline catering, ground transportation, off-airport parking and hotel. Mr. Daley also reviewed the total operating expenses, noting they are \$14.9 million (10.4%) under budget year to date. Finally, it was presented that while additional unanticipated expenditures associated with cleaning glycol tanks, equipment rentals, elevator repairs and other expenses suggest this surplus may narrow in the months ahead, year to date operating results do not indicate the need for any major budget adjustments.

Mr. Daley noted that budget development efforts for the next fiscal year have begun and that the process for hiring a financial consultant ended unsuccessfully with one proposal received from a consultant not list on the current DOT pre-qualified list of consultants. Mr Daley will research alternatives to provide benchmarks otherwise provided by the airport financial consultant.

Kiran Jain gave an update on marketing activities at the airport, as well as passenger and cargo statistics. Ms. Jain's presentation focused on the beginning of services to Denver and Amsterdam, as well as plans to take advantage of market changes and the marketing strategy for new routes.

Following these presentations, Board members discussed the desire to review the results of the noise reduction program, glycol recovery expenses, the length of the process to hire a financial consultant and the process to provide information (such as benchmarking). Mr. Daley agreed to provide such information to the best of his

ability. Commissioner Carpenter and the Board members complimented airport staff's efforts to maintain the airport operations during the recent winter weather.

IV. 2007 Transportation Strategy Board Report

Mr. Kelleher reviewed the 2007 report of the TSB; specifically as those strategies and recommendations relate to the airport and statewide aviation. Mr. Kelleher's presentation touched on key themes of the report, including: the balancing between investing in current infrastructure and expanded capacity, strengthening the state's air and water ports, and developing innovative funding options. Mr. Kelleher also noted the TSB's efforts in 2007 and 2008 to develop tools which measure and evaluate the progress of implementing the state's transportation strategy.

Board members discussed the TSB's financing options and efforts to review new initiatives, the role of Tweed Airport and federal transportation funding issues.

V. Amsterdam Marketing Committee Report

Kiran Jain reviewed efforts by the committee to kick-off and market the Trans Atlantic service. It was noted that committee members include representatives from Greater Hartford, Western Massachusetts and other regional stakeholder organizations. Committee members empathize the need to continue marketing efforts beyond initial efforts and are working to create a master plan to develop a coordinated effort.

VI. Customer Service Initiative

Ms. Jain addressed the Board's initiative to develop an enhanced customer service program, specifically the creation of a sense of community and continuity in quality assurance. Mr. Kelleher offered the expertise of his company, Cartus, relative to these efforts. Other Board members expressed a high level of support for the continuation of this initiative.

VII. Review Upgrade of Bradley International Airport Website

Stacey Doan highlighted proposed revisions to the airport's web site. Following the presentation Mr. Kilbon made a motion (2nd: Kelleher) to approved the proposed concept and layout of the web site as presented. Voice vote—motion passed.

VIII. Executive Session

Mr. Kilbon made a motion (2nd: Abromaitis) to adjourn into executive session for the purpose of discussing contract negotiations at 2:05 p.m.

Mr. Long made a motion (2nd: Crane) to adjourn out of executive session at 2:47 p.m.

X. Adjournment

On a motion by Mr. Long (2nd: Crane) the meeting was adjourned at 2:48 p.m.

Respectfully submitted,

L. Scott Frantz
Chairman